

**Premise Cabling RFP
Clarifications and Responses to Written Questions**

Submitted Written Questions		Responses and Clarifications
1.	General Clarification:	<p>a. The Premise Cabling Contractor will be the Statewide source of supply for premise cabling installations and additions and certain equipment installations. This will include: design, materials, installation labor, project management, documentation (including as-built), testing, and maintenance. It is in the State's best interest to secure a Contractor offering the best combination of qualifications, current experience and price offering. This RFP supports that objective.</p> <p>b. Questions of similar content or concern have been combined for response purposes.</p> <p>c. Pursuant to Amendment #3, the State is also amending the Cost Proposal Spreadsheet. <u>In preparing their Proposals, all Proposers must be sure that they have downloaded the latest version of the Cost Proposal Spreadsheet, dated January 15, 2008, from the following website:</u></p> <p>http://tennessee.gov/finance/rpa/rfpad.html</p>
2.	Will the State allow vendors (other than the vendor awarded this contract) to submit proposals on a significant percentage of large and/or mid-size premise cabling projects?	This is currently not a practice, but the State retains right to procure necessary services when in the best interests of the State.
3.	Is it important to the State that the chosen solution be an American company- and predominantly manufactured in America?	While the participation of American companies is encouraged and desirable, this is not a mandatory requirement of this procurement.
4.	Will the State re-imburse parking expenses?	No.
5.	Reference Page 4, Paragraph 1.6.1.4. Will asbestos removal be required as part of this contract? If so, is the successful vendor required to have the special endorsement upon contract award or only if and when asbestos removal is required?	No, contractor will be responsible for notifying State of any dangerous conditions upon arriving at a State owned or leased facility

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6.	Address sub contracting, joint ventures, etc., in regards to diversity.	<p>Refer to the RFQ General Instructions for Joint Venture and Sub-contracting information.</p> <p>The State's requirements with regard to diversity are expressed in the PROPOSAL AND EVALUATION GUIDE – SECTION B, Item B.8.</p> <p>Refer specific diversity questions to the Governor's Office for Business Diversity. Contact information is in the RFQ document.</p>
7.	<p>Related Project History Form:</p> <p>a. How many of these completed forms does the State require?</p> <p>b. Should one be completed for each client reference form?</p> <p>c. How many Client References are required</p>	<p>a. Refer to Item B.4.a of the Qualification and Experience section of the RFP.</p> <p>b. Refer to Item B.4.b. Client references are for current or recent work. These may or may not overlap with response for B.4.a.</p> <p>c. More than one is assumed, and with respect to current or recent work.</p>
8.	<p>Reference Paragraph 1.3.</p> <p>This paragraph States the prices quoted will remain firm for the entirety of the initial three year term of the contract. The cost proposal spreadsheet provides separate columns for years 1, 2 and 3 pricing. Are these columns to be used for years 1, 2 & 3 of the initial three year contract?</p>	<p>Yes.</p> <p>In the Cost Proposal Spreadsheet, the Proposers must enter rates for all line items for each year of the contract term (April 1, 2008 through March 31, 2011).</p> <p>Contract Year 1: April 1, 2008 – March 31, 2009</p> <p>Contract Year 2: April 1, 2009 – March 31, 2010</p> <p>Contract Year 3: April 1, 2010 – March 31, 2011</p> <p>"Year 1 Proposed Cost," "Year 2 Proposed Cost," and "Year 3 Proposed Cost," from the Cost Proposal Spreadsheet, correspond to Contract Years 1, 2, and 3 respectively.</p> <p>Note that there are certain circumstances in which these rates could be amended after the contract has been executed. This is spelled out in detail in <i>pro forma</i> Contract Section C.3.b.(4).</p>

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9.	<p>Reference Page 3, Paragraph 1.4 and Pro Forma Contract, Page 11, Paragraph E.5.</p> <p>a. Will the State require a performance bond exceeding \$2,000,000.00 based upon the unencumbered value of the contract amount?</p> <p>b. Will the State consider reducing the amount of the performance bond required?</p> <p>c. Will the State compensate the successful proposer for the cost of the performance bond?</p>	<p>a. As stated in <i>pro forma</i> Contract Section E.5, the initial Contract Bond will be for \$2,000,000. In general, assuming the Contractor completes work and the State accepts it, the amount of the Contract Bond will be reduced over time as the unencumbered value decreases. The only way that the bond might exceed \$2,000,000 would be if the State were to increase the Maximum Liability during the term of the Contract in order to cover a large project, and this increase resulted in an increase in the unencumbered value of the contract.</p> <p>b. The only reductions allowed will be as described in response "a." above and <i>pro forma</i> Contract Section E.5.</p> <p>c. No. The only compensation to the Contractor will be as described in <i>pro forma</i> Contract Section C.</p> <p>The State is amending <i>pro forma</i> Contract Section E.5 to clarify the methodology that will be used when the bond amount needs to be modified. See RFP Amendment Number Three on the following website: http://tennessee.gov/finance/rpa/rfpad.html</p>
10.	<p>Reference Page 6, Paragraph 1.9</p> <p>Almost all prices in the cost proposal spreadsheet require the cost for material and labor to be included in the same price.</p> <p>Shall the Proposer include sales tax on the actual cost for the material amount of each item or the sale price to the State for the material amount of each item</p> <p>(eg. – Proposers material cost Line Item XXXX = \$1.00, the sale price to the State = \$1.50.)</p> <p>Which amount shall determine the sales tax amount and what percentage should be included?</p>	<p>As stated in <i>pro forma</i> Contract Section C.1, "The Service Rates include, but are not limited to, all applicable taxes, fees, overheads, and all other direct and indirect costs incurred or to be incurred by the Contractor." This means that the rates proposed on the Cost Proposal Spreadsheet must include all costs that the vendor intends to charge the State for the services in question.</p> <p>A separate breakdown of how the price is affected by taxes is not required or requested.</p>
11.	<p>Will the State pay for travel expenses, hotel and per diem in cases where out-of-State travel is necessary?</p>	<p>No.</p>

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12.	<p>Reference Pro Forma Contract, Paragraph A.3.a</p> <p>Will the State provide a means to reimburse the successful contractor for the time and cost associated with the Low Voltage Permits?</p>	No, obtaining the low voltage permit from the AHJ and maintaining the contractor's license is the contractor's responsibility.
13.	<p>Reference (General Question)</p> <p>Will the State provide a means to reimburse for time and travel expensed when an order is issued and it is determined after technician's arrival on-site that no work is required?</p>	<p>See <i>pro forma</i> Contract section A.2.n.</p> <p>See also the response to Item 36 below.</p>
14.	<p>Reference (General Question)</p> <p>It has been our experience that numerous man hours are lost in environments such as prisons due to stringent security requirements. Will the State provide a means to reimburse the successful contractor for such lost time?</p>	Contractor shall document and review with State analyst on a case by case scenario to determine cause and number of hours spent awaiting escort or access that can be billed as technical time per the contract line items.
15.	<p>Reference Pro Forma Contract Paragraph A.1.j.</p> <p>Is it acceptable for the proposer to provide the same TIA/EIA Cat 6 compliant end-to-end solution for both the premium and nominal requirement provided it has guaranteed bandwidth and frequency above minimally compliant Cat 6 solutions and is the same price? Many manufacturers do not manufacture two different solutions.</p>	Yes. Note that the Proposer must enter a cost in every cell for every line item on the Cost Proposal Spreadsheet.
16.	<p>Reference Pro Forma Contract Paragraph A.1.k.</p> <p>Of the 130 average trouble tickets per month, how many are considered emergency or Priority 1</p>	Average around 4%.
17.	<p>Reference Wage Determination Page</p> <p>Will the State identify specifically what wage rates are required.</p>	Full Wage Rate information will be provided to the successful Proposer.

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18.	<p>Reference Cost Proposal Spreadsheet: Items 2001 through 2036.</p> <p>a. All of these items state (Termination Hardware Separate).</p> <p>b. Does this mean the faceplates, information outlets/jacks and patch panels should not be included in the cost of these line items?</p>	<p>a. The cost for Information outlets and faceplates must be included in the proposed cost for items 2001 through 2036.</p> <p>b. Patch panels are not included and are separate line items.</p>
19.	<p>Reference Cost Proposal Spreadsheet: Items 2603 through 2611.</p> <p>Will the State provide a separate line item for terminating and testing cable pairs? It is difficult if not impossible to incorporate this cost on a per foot basis if the installed length is unknown.</p>	<p>On Items 2603 through 2611, the State is amending the Cost Proposal Spreadsheet to replace the phrase "Terminated and Tested" with "Termination Separate." The Contractor will charge for termination using items 7036 through 7046.</p> <p>See amended Cost Proposal Spreadsheet at the following website: http://tennessee.gov/finance/rpa/rfpad.html</p>
20.	<p>Reference Cost Proposal Spreadsheet: Items 2612 through 2623.</p> <p>Where should termination cost be included?</p>	See the response to Item 19, above.
21.	<p>Reference Cost Proposal Spreadsheet: Items 2921 & 2922.</p> <p>Should cost for terminating & testing multi-pair cables be included in these two items?</p>	No, just the installation of the blocks themselves.
22.	<p>Reference Cost Proposal Spreadsheet: Weight Column.</p> <p>Do these quantities represent previous usage? If so, how many years usage do the quantities represent?</p>	<p>The quantities in the Weight column were based on previous usage for the past three years as well as anticipated future usage. Note that these usage amounts are in no way binding upon the State and do not commit the State to purchase services from the Proposer in any particular quantities, or to purchase any services at all.</p>

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23.	<p>Reference Cost Proposal Spreadsheet: Items 6580 and 6581.</p> <p>a. Will the State provide separate line items for 1", 2", 3" and 4" flexible conduit? There is a significant price difference between the different sizes.</p> <p>b. Also, should this conduit be regular steel flex or liquid tight steel flex?</p>	<p>a. Price per average.</p> <p>b. Regular steel flex.</p>
24.	<p>Reference Cost Proposal Spreadsheet: Items 2005, 2018, 2023 and 2028.</p> <p>a. Do these items require double gang or single gang faceplates?</p> <p>b. How many ports on the faceplate are required?</p>	<p>a. The state requires single-gang faceplates.</p> <p>b. 4-port face plate is a typographical error. The State is amending the Cost Proposal Spreadsheet to insert the appropriate cable counts for the referenced line items.</p> <p>See amended Cost Proposal Spreadsheet at the following website: http://tennessee.gov/finance/rpa/rfpad.html</p>
25.	<p>Reference Cost Proposal Spreadsheet: Items 2045 through 2052.</p> <p>Do these cables require the appropriate connectors to be installed on each end as part of the price?</p>	<p>Yes, and these items must also include the appropriate mounting face plate.</p>
26.	<p>Reference Cost Proposal Spreadsheet: Items 2053 through 2056.</p> <p>a. What type of connectors are required?</p> <p>b. Should the connectors and installation be included in the price?</p>	<p>a. 110 type IDC.</p> <p>b. Yes include in price, LC, SC, or ST.</p>
27.	<p>Reference Cost Proposal Spreadsheet: Items 2612 through 2623.</p> <p>a. What type of termination hardware will these cables be terminated on?</p> <p>b. Should the cost of the hardware and testing be included in these items?</p>	<p>a. 110 type IDC.</p> <p>b. Yes.</p>

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28.	<p>Reference Cost Proposal Spreadsheet: Item 7717.</p> <p>a. Does the State require the use of the Metro Nashville Police Department or other local police departments for traffic control?</p> <p>b. If so, should this price include the cost of the associated police vehicle?</p>	<p>a. Yes.</p> <p>b. No, but it is the contractor's responsibility to provide traffic control as per AHJ, the per hour rate for traffic control shall contain all that is applicable.</p>
29.	<p>Reference Cost Proposal Spreadsheet: Items 7702 through 7716.</p> <p>a. Does the State require a per hour cost for these items?</p> <p>b. If so, should the per hour cost provided include the required vehicle, tools, test equipment, etc. associated?</p>	<p>a. Yes. The State is amending the Cost Proposal Spreadsheet to add "Per Man Hour" to line items 7701 through 7716.</p> <p>b. The per hour cost must include all costs for any and all vehicles, tools, test equipment, etc., required to meet the State's requirements.</p> <p>See amended Cost Proposal Spreadsheet at the following website: http://tennessee.gov/finance/rpa/rfpad.html</p>
30.	Will the State consider extending the due date by two weeks?	No. The Project must remain on schedule.
31.	How will the proposer acknowledge amendments?	<p>The State assumes the vendor is referring to RFP amendments, prior to the approval of the Contract. The State does not require the vendor to formally acknowledge the receipt of any amendment to the RFP.</p> <p>The State reserves the unilateral right to amend the RFP in writing at any time. If an RFP amendment is issued, the State will convey such amendment to the potential proposers who submitted a Notice of Intent to Propose. Each Proposer is responsible to respond to the final written RFP inclusive of any exhibits, attachments, and amendments.</p> <p>Amendments to the RFP documents will be posted on the State's RFP Website. http://tennessee.gov/finance/rpa/rfpad.html</p>

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32.	Reference Page 11, Paragraph 3.2.4.1. Does the limit of 50 pages exclude attachments such as resumes, Related Project History Forms, Proposal Transmittal form, etc.?	The main body of the proposal must not exceed fifty pages, printed front and back. However, the proposer may include reference materials, such as resumes, history of past projects, etc., in excess of the fifty-page limit. However, these documents should be referenced in the main body of the RFP; if they are not referenced they may be treated as extraneous to the evaluation process.
33.	Please describe how the successful vendor will be required to interface with the State to receive and update orders, and trouble tickets.	The Contract will use a web based program provided by the State to the successful contractor. Contractor will receive, from the State, access to and training on this program.
34.	Please describe specifically what the State requires for invoicing orders and trouble tickets.	Once approved in the web based program by the State analyst, the contractor shall submit the invoices by CD, referencing each invoice by the State order number. For additional information regarding the invoicing process see the Form 07 12 01, <i>pro forma</i> Contract Attachment entitled "Premise Cabling Billing Requirements."
35.	Reference Pro Forma Contract Page 4, Paragraph A.3.f. Will the State be more specific regarding the square footage requirements for the offices and warehouse space in each of the three required offices?	The contractor must provide an appropriate amount of space to conduct business and maintain a presence in the area to handle average workload.
36.	Reference Pro Forma Contract Page 4, Paragraph A.2.n. Is it correct that the State will not compensate for travel time to and from the site on any installation project or trouble ticket response regardless of the length of time traveled?	Correct. The State will not compensate the vendor for any travel to and from a worksite, unless the Contractor has pre-established an arrival time with the State's site contact, and upon arriving on site the technician is turned away without performing the work. In such a case, the Contractor may bill the State using line items 8001 and 8002. See also the response to Item 13, above.

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37.	Can you specify parameters for high end solution and low end solution?	<p>For the premium and nominal solutions the State will evaluate ANSI/TIA/EIA-specified parameters provided by independent testing entities.</p> <p>For the nominal solution, the State will evaluate the vendor's Proposal for basic cat 6 compliance, which will be indicated on the report provided by the independent testing entity.</p> <p>For the premium solution, the State will make an overall assessment of the parameters and data provided on the report from the independent testing entity.</p> <p>The State is amending the RFP, PROPOSAL & EVALUATION GUIDE – SECTION B, Item B.3, to clarify that the written confirmation provided by the independent testing entity must include complete test results. See RFP Amendment Number Three on the following website:</p> <p>http://tennessee.gov/finance/rpa/rfpad.html</p>
38.	Is greater weight placed on the high end solution or the low end solution?	In the PROPOSAL EVALUATION GUIDE – SECTION B, the State has not established weights for individual items (e.g. B.1, B.2, B.3, etc.).
39.	<p>Reference Pro Forma Contract. Page 12, Paragraph E.10.</p> <p>Will the successful contractor be required to honor the 20 year warranty required on all installations for the full twenty years, even if the contract is terminated or expires after the initial three year term and two 1 (one) year options exercised by the State?</p>	<p>Yes. As stated in <i>pro forma</i> Contract Section E.10, the warranty requirements in Contract Section A.2.c “shall survive the termination of this Contract.”</p> <p>The State is amending Contract Section A.2.c to clarify the State's warranty requirements. See RFP Amendment Number Three on the following website:</p> <p>http://tennessee.gov/finance/rpa/rfpad.html</p>
40.	Is it important that you can purchase your materials through a distribution channel and have this future MAC work serviced by the open market?	See the responses to Items 41, 43, 44, and 48, below.

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41.	For adds, moves, and changes in order to maintain the proprietary solution warranty, are we to propose a solution that is compatible with the existing cabling infrastructure?	<p>The Contractor under the new Contract is not required to provide a warranty for any components that were installed prior to the start date of the Contract awarded pursuant to this RFP (the "embedded base"). With regard to the embedded base, the Contractor is only required to maintain the embedded base's operability by repairing the faulty components or replacing them with new-solution components, or in some cases and at the State's discretion, by replacing faulty components with embedded base components. For this purpose, the State has provided a limited number of embedded-base line items on the Cost Proposal Spreadsheet.</p> <p>After the components are repaired, the Contractor must ensure that compliance is still at the originally proposed level.</p> <p>The State understands and accepts that new-solution technicians may not be certified in the embedded technologies, and therefore that the warranties on the embedded technologies may be voided when the new-solution technicians work on them.</p> <p>The State is amending Contract Section A.2.c to clarify the State's warranty requirements. See RFP Amendment Number Three on the following website:</p> <p>http://tennessee.gov/finance/rpa/rfpad.html</p>
42.	In existing buildings that has a CommScope/Systimax cabling warranty do we need to install CommScope/Systimax to keep from invalidating the warranty?	<p>For the embedded base, the State may, at the State discretion, require the Contractor to install Systimax products using line item 2960. The State does not require the new Contractor's technicians to be Systimax certified, and recognizes that work performed by these technicians may void Systimax warranties.</p> <p>See also the response to Item 41 above.</p>
43.	If we are not using a solution compatible with the existing infrastructure, is there a preferred solution that can be competitively priced by more than one contractor? ie: Uniprise, Leviton.	The State shall not mandate a particular solution.

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44.	Is it in the best interest of the State to allow a Proprietary cabling solution to be bid to ensure multiple contractors a competitive environment?	The State maintains that it is fostering a competitive procurement environment by allowing contractors to propose any solution that is compliant with the State's requirements.
45.	Can you elaborate how a "premium solution" will be graded against all submitting product offerings?	See the responses to Items 37 and 38, above.
46.	The RFP mentions "Third Party Testing". Please elaborate if this is testing to be done by a nationally recognized firm such as ETL or UL?	The State will accept documentation from independent testing entities that use ANSI/TIA/EIA-specified parameters. ETL and UL are examples of such entities, but there may be others.
47.	The RFP states, "Guaranteed Performance" requirements. a. Please elaborate if manufacturers' guarantees will be based on entire swept frequency range from 1 - 250 MHz as the standard describes? b. Is it important to the State that these guarantees are in writing within the warranty document itself?	a. Proposers will respond to PROPOSAL & EVALUATION GUIDE – SECTION B, Item B.3, and the State will evaluate these responses according to the ANSI/TIA/EIA specified parameters provided by the independent testing entities. After the Contract with the successful Proposer is approved, the Contractor will be held to the originally proposed levels of performance and compliance. See also the response to Item 37, above. b. The State does not require Proposers to provide warranty documents as a part of its Proposal. In addition, note that the State does not intend to sign additional agreements of any kind with the successful vendor.
48.	Is it important that the contractor purchase materials through a distribution channel and have this future MAC work serviced by the open market?	How and where a vendor chooses to purchase materials is up to the proposing vendor. The State has no preference. In order to ensure competition, now and in the future, the State is not mandating a single-source manufacturer or distributorship.

END OF CLARIFICATIONS AND RESPONSES TO QUESTIONS